

## Message Text

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ORIGIN NEA-10

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FM SECSTATE WASHDC

TO AMEMBASSY DAMASCUS

UNCLAS STATE 165993

E.O. 11652: N/A

TAGS: BEXP BTRA SY

SUBJECT: VISIT OF ALLIS-CHALMERS REPS

FOR AMBASSADOR FROM NEA/ARN

1. MESSAGE BELOW RECEIVED FROM DAVID SCOTT, PRESIDENT OF ALLIS-CHALMERS, FOR TRANSMITTAL TO EMBASSY IN RESPONSE TO AMBASSADOR'S MESSAGE RE DAMASCUS FAIR. ALLIS-CHALMERS EXPECIING REPLY VIA NEA/ARN.

2. QUOTE I APPRECIATE YOUR PERSONAL INTEREST IN SUPPORT-  
ING AMERICAN COMPANIES IN SYRIAN MARKET AND AM SORRY ALLIS-  
CHALMERS UNABLE TO PARTICIPATE IN DAMASCUS FAIR DUE TO  
CONFLICT WITH PREVIOUSLY SCHEDULED EXHIBITS. WE HAVE  
ADVISED USDOC OF THIS CONFLICT.

3. I AM VERY INTERESTED IN RAPIDLY DEVELOPING MARKET IN  
SYRIA AND PLAN TO VISIT SYRIA WITH MY SENIOR EXECUTIVES  
TO PERSONALLY EXPLORE BUSINESS OPPORTUNITIES FOR ALLIS-  
CHALMERS. MY PRESENT PLANS ARE TO ARRIVE IN DAMASCUS  
WEDNESDAY AFTERNOON, AUGUST 6, AND LEAVE FOR TEHRAN SATUR-  
DAY MORNING, AUGUST 9. I WOULD LIKE MY GROUP TO MEET WITH  
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YOU AND MEMBERS OF YOUR STAFF AND WITH SARG OFFICIALS.

SINCE FRIDAY AUGUST 8 IS HOLIDAY, I WOULD ASSUME THAT MEET-

INGS WITH SARG REPS WOULD BE ON THURSDAY AUGUST 7, AND THAT WE MIGHT POSSIBLY MEET WITH YOUR STAFF ON FRIDAY AUGUST 8, IF THIS IS NOT TOO MUCH OF AN IMPOSITION. WOULD APPRECIATE YOUR ASSISTANCE AND ANY SUGGESTIONS THAT YOU MAY HAVE AS TO HOW WE CAN BEST UTILIZE TIME AVAILABLE IN DAMASCUS.

4. ACCOMPANYING ME WILL BE:

A. THOMAS L. DINEEN, EXECUTIVE VICE PRESIDENT FOR PROCESSING GROUPS (AGGREGATE, COAL, MINERALS, FLUIDS), WHO SUPERVISES FOLLOWING PRODUCT DIVISIONS: CRUSHING AND SCREENING; SOLID WASTE PROCESSING; ASPHALT PROCESSING; CONTINUOUS STEEL CASTING; COAL GASIFICATION; CEMENT PRODUCTION MACHINERY; DIRECT REDUCTION TO PRODUCE SPONGE IRON; PAPER MACHINERY; COMPRESSORS; HYDRO-TURBINES; PUMPS; VALVES; BULK CONVEYING EQUIPMENT.

B. C.W. DIERCKS, EXECUTIVE VICE PRESIDENT FOR ELECTRICAL GROUPS (ELECTRICAL PRODUCTS, POWER TRANSMISSION, POWER GENERATION), WHO SUPERVISES FOLLOWING DIVISIONS; SMALL AND MEDIUM MOTOR GENERATORS; LARGE ROTATING APPARATUS; ELECTRIC COILS; SWITCHGEAR; DC DEVICES; INDUSTRIAL CONTROLS; ELECTRONICS; POWER BREAKERS; POWER SWITCHES; POWER REGULATORS; LARGE TRANSFORMERS; STEAM TURBINE GENERATORS.

C. WILLIAM P. BELL, AREA VICE PRESIDENT AFRICA AND MID EAST.

5. IN ADDITION TO PRODUCTS FOR WHICH ABOVE EXECUTIVE VICE PRESIDENTS ARE RESPONSIBLE, I AM ALSO INTERESTED IN DEVELOPING A MARKET FOR OUR VEHICLE GROUPS' PRODUCTS. JOSEPH H. MALONEY, EXECUTIVE VICE PRESIDENT FOR THE VEHICLE GROUPS (AGRICULTURAL EQUIPMENT, CONSUMER PRODUCTS, MATERIAL HANDLING) WILL NOT BE ACCOMPANYING US; HOWEVER, HIS DIVISIONS ARE: DIESEL ENGINES; INDUSTRIAL TRACTORS; AGRICULTURAL TRACTORS; COMBINES; FARM IMPLEMENTS; SIMPLI-  
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CITY LAWN AND GARDEN TRACTORS; INDUSTRIAL TRUCKS (UNIT MATERIAL HANDLING) AND HEAVY CONSTRUCTION MACHINERY.

6. GROUP DEPARTS UNITED STATES ON FRIDAY, AUGUST 1, 1975 EN ROUTE TO BAGHDAD FOR A SHORT VISIT WITH IRAQI GOVERNMENT OFFICIALS PRIOR TO VISITING SYRIA. WOULD APPRECIATE HEARING FROM YOU ON FEASIBILITY OF PROPOSED VISIT TO SYRIA AS OUTLINED ABOVE. END QUOTE. INGERSOLL

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